

Guidelines for Project Proposals

The proposal should include the following:

1. Brief Description of the Project and Current Status

2. Sponsorship and Management

- History and business of sponsors
- Proposed management arrangement in key areas, such as general management, production, sales and finance

3. Markets and Sales

- Market orientation (export/domestic), production volumes, sales objectives and market share
- Potential users of products and distribution channels
- Present and potential competition and advantages over competitors
- Relevant tariffs and other protective measures

4. Technical Feasibility, Manpower and Raw Materials

- Brief description of manufacturing process and technical skills required
- Possible sources of equipment and technical specifications
- Reason for proposed location of plant, licenses obtained and availability of manpower, infrastructure and transport at site
- Timetable for project preparation and implementation

5. Project Costs, Financing and Return

- Estimated total project costs, broken down into local and foreign currency expenditures for land construction, equipment installation, working capital and pre-operating costs
- Proposed financial plan, indicating expected sources and terms of debt and equity financing
- Expected profitability and returns to shareholders

5. Government Support and Regulation

- Government incentives and support available to project
- Exchange controls applicable to the procurement of capital goods and inputs
- Tax regulations, import/export licenses and price controls applicable to the project